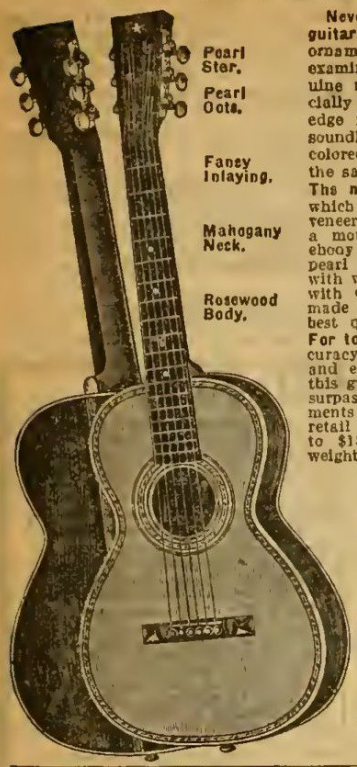
THE NORTHWESTERN, $7.95



Never before has such a high grade genuine rosewood guitar been offered at such a low price. Its beauty of ornament and tone can only be appreciated after an examination and trial. Back and sides are made of genuine rosewood. The top is of fine Eastern spruce, especially selected and finished in the natural color. The back edge is bound with white celluloid. The top edge and soundhole are celluloid bound and are inlaid with various colored woods, set in a very attractive design. A strip of the same wood inlay is set in the back of the instrument. The neck is made of genuine mahogany, the headpiece of which is veneered with rosewood. The head of the neck is veneered on the top with genuine rosewood and inlaid with a mother of pearl star. The fingerboard is of genuine ebony with German silver frets, and inlaid with mother of pearl position dots. The patent heads are nickel plated, with white celluloid buttons. The bridge is made of ebony with German silver fret. Bridge pins and end pin also made of ebony and inlaid with mother of pearl. Strings best quality steel.

For tone quality, accuracy of intonation and ease of playing, this guitar cannot be surpassed by instruments which usually retail at from $15.00 to $18.00. Shipping weight, 17 pounds.

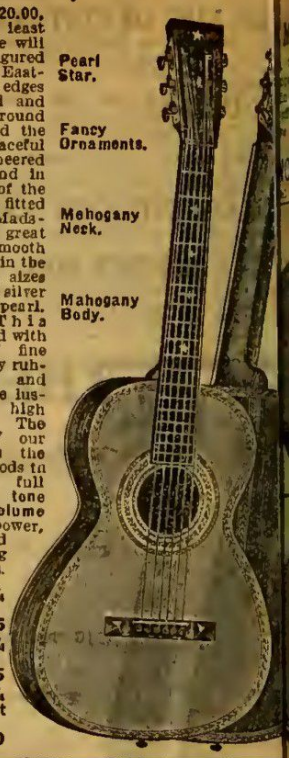
No. 12H634¼ Standard size. Price...$7.95

No. 12H636¼ Concert size. Price...$8.80

No. 12H638¼ Grand concert size. Price...$9.65

THE NEW ILLINOIS, $9.85

Compare this guitar with any offered at $18.00 to $20.00, give it a ten days' trial, and if you don't find it at least equal, if not superior, return it at our expense and we will return your money. Back and sides made of finely figured mahogany. The top is selected with great care from Eastern spruce and is finished in the natural color. The edges of the top and back are bound with white celluloid and ornamented with inlaying of multicolored woods. Around the soundhole are three circles of wood inlaying and the edge is also bound with celluloid. The neck is of graceful model and made of mahogany, with heel and head veneered with rosewood and inlaid with a star and a diamond in mother of pearl. The patent heads or machines are of the best screw pattern, nickel plated and polished, and fitted with ebonite buttons. The fingerboard is made of Madagascar ebony bound with celluloid, fretted with great accuracy with genuine German silver frets, round, smooth and agreeable to the touch. All position marks are in the shape of fine mother of pearl ornaments of different sizes and designs. The bridge is ebony, with German silver fret. Bridge and end pins inlaid with mother of pearl. The finish — This guitar is covered with three coats of fine varnish carefully rubbed by hand and brought to a fine luster as on all high grade pianos. The transparency of our varnish permits the colors of the woods to show in their full brilliancy. The tone is of large volume and carrying power, yet smooth and sweet. Shipping wt., 18 pounds.



No. 12H628¼ Standard size. Price...$9.85

No. 12H630¼ Concert size. Price.$10.65

No. 12H632¼ Grand concert size. Price.$11.50

THE CORNELL, $10.95

The illustration gives but an idea of the general outline of this guitar. The beautiful effects of the combination colored woods cannot be appreciated unless seen, and its charming and robust tone, unless heard. The body of handsomely figured genuine rosewood. The back is inlaid down the center and around the edge with a neat strip of different colored woods set in very artistic manner and bound with white celluloid. The top is made of even grained spruce, finished in natural color, bound with white celluloid and inlaid around the edge with the same ornamentation of colored woods. Our inlays are all very elaborate, representing the setting of wood in many different patterns and must not be confused with the plain strips of colored wood used by other manufacturers. The neck is made of solid mahogany. The head of the neck is veneered on the front and back with genuine rosewood and ornamented on the front with inlaid designs of mother of pearl. The heel of the neck is capped with celluloid. The fingerboard is convex in shape and is made of solid ebony, full bound with white celluloid, accurately fitted with German silver frets and ornamented with fifteen figures in mother of pearl. The nut is made of bone to correspond with the binding of fingerboard. The bridge — Ebony with bone saddle with ebony pearl inlaid bridge pins. The patent heads are engraved and highly nickel plated and burnished and are fitted with white celluloid buttons. The strings are imported gut. The guitar is given a very fine finish by using the same process that is used on pianos. Shipping weight, 18 pounds.

No. 12H661¼ Standard size. Price, $10.95

No. 12H662¼ Concert size. Price, $12.20

No. 12H663¼ Grand concert size. Price, $13.35

No. 12H664¼ Auditorium size, made to order. Price, $14.60

THE YALE, $12.75

We are offering here an instrument which is elegant in finish, correct in model, durably built and mellow and powerful in tone. The body is made of the finest quality birds-eye maple. The illustration will give only a faint idea of the elaborate and expensive inlay used on the back of this guitar. The back edge is bound with black celluloid and in the center of back is set a strip of block work in black and white, bound by two narrow strips of green and black. On each side of this strip on both the lower and upper part of the instrument, it is exquisitely ornamented with designs of inlaid woods, representing leaves, flowers, buds and vines. The top is made of, thoroughly seasoned Eastern spruce bound with black celluloid and inlaid around the edge with a wide strip of black, white, red and green purfling of very small figures, artistically set. The soundhole is bound with white celluloid and surrounded by three circles of inlay to match the edge. The neck is finished in imitation of ebony and very highly polished. The patent heads are made of best quality brass. The fingerboard is of solid ebony and bound with white celluloid, fitted with German silver frets and ornamented with genuine mother of pearl position dots. The bridge is made of ebony with bone saddle and ebony bridge pins with pearl dot. By purchasing this guitar from us you can save fully 50 per cent, and you will be sure of obtaining an article which is first class in every respect. Shipping weight, 18 pounds.

No. 12H665¼ Standard size. Price..$12.75
No. 12H666¼ Concert size. Price.... 13.95
No. 12H667¼ Grand concert size. Price 15.25
No. 12H668¼ Auditorium size, made to order. Price..... 16.45

THE VASSAR, $19.4

You may pay a higher price but you cannot get any higher quality from a construction, finish or tonal standpoint than this guitar. This we would like to prove to you at our risk. Read this description very carefully. Back and sides are made of genuine rosewood. The back is bound with white celluloid and inlaid down the middle with a broad strip of mother of pearl between two narrow strips of colored woods. The sides are inlaid with two bands of colored variegated woods, which harmonize nicely with the beautiful rosewood. The top is made of Eastern spruce, especially selected for its resonant qualities. The edges of top and soundhole are bound with white celluloid and inlaid with mother of pearl between strips of colored woods. The neck is made of genuine mahogany. The head is veneered in front with ebony and back with rosewood; front inlaid with three designs in mother of pearl. The patent heads are the best American made, nickeled and engraved, having celluloid buttons in imitation of ivory. The fingerboard is made of solid ebony bound with white celluloid and inlaid with seven beautiful mother of pearl designs for the positions. The bridge is of solid ebony with bone fret and pearl inlaid ivory bridge pins. The tone of this guitar is sweet and powerful and harplike in quality. We advise the purchase of a case now, thus saving transportation charges. Shipping weight, 18 pounds.

No. 12H640¼ Standard size.. Price.$19.45
No. 12H642¼ Concert size. Price.. 21.35
No. 12H644¼ Grand concert size. Price 23.15
No. 12H646¼ Auditorium concert size. Price..... 25.15

Note—For sizes of guitars see heading of page 891. Measure your instrument, order and allow price accordingly.

Guitar Cases.

Gray canvas, as illustrated, black bound edges, flannel lined, open on end, complete with strap, buckle and handle. Shipping weight of cases, about 8 pounds.

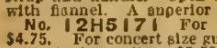
No. 12H5161 Standard or regular size. Price.....82c Concert size. Price.....88c Grand Concert size. Price.....94c

Guitar Leather Cases.

Smooth black leather in heavy weight, hand sewed and beautifully embossed, with leather strap and handle. Open at end. Inside is lined with flannel. A superior case in every way.

No. 12H5171 For standard size guitar, $4.75. For concert size guitar, $5.15. For grand concert size guitar, $5.50. For auditorium size guitar, $6.00. Shipping weight, about 10 pounds.

Guitar Fingerboard.



No. 12H5218 Made of solid ebony with German silver frets and three pearl position dots. Price.....56c

If mail shipment, postage extra, 12 cents.

Guitar Patent Heads.

Made of fine quality of brass, screw pattern, black buttons.

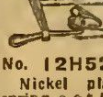
No. 12H5174 Per set.....29c

No. 12H5176 Same as above, nickel plated and polished. Per set.....35c

If mail shipment, postage extra, 6 cents.

Note—Pins on our heads are set at a distance of 1 3-16 inches from each other.

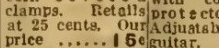
Capo d'Astros.



No. 12H5226 Nickel plated, spring action, cork covered clamps. Retails at 25 cents. Our price .....16c Postage, 2 cents.

No. 12H5227 Simple, convenient and durably made. Nickel plated, polished, fitted with cork protector. Adjustable to any size guitar. Price.....21c Postage extra, 3 cents.

Fingerboard Chart.



No. 12H5220 Makes guitar playing easy, as it shows all the notes and positions of the fingerboard. Price....(Postage extra, 1 cent)....4c

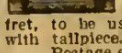
Guitar Tailpieces.

No. 12H5186 Plain model, nickel plated. Price..6c

No. 12H5190 Postage extra, 3 cents.

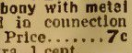
No. 12H5190 Very fine model (as illustrated). Made of brass, nickel plated, polished. Price (Postage, 5 cents).38c

Tailpiece Bridge.



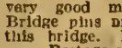
No. 12H5194 Ebony with metal fret, to be used in connection with tailpiece. Price.....7c Postage extra, 1 cent.

Regular Bridge.



No. 12H6198 Made of ebony, very good model and finish. Bridge pins must be used with this bridge. Price.....14c Postage extra, 2 cents.

Bridge Pins.



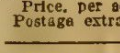
No. 12H5208 Ebony. Price per set of 6.....5c

No. 12H5214 Genuine Ivory. Each.....3c Postage extra, per set, 1 cent.

Guitar End Pins.

No. 12H5242 Ebony, polished, with pearl dot in head. Price.....4c Postage extra, 1 cent.

Guitar Frets.



No. 12H5246 Set of 18 Frets, made of German silver. Also good for banjo. Price, per set.....14c Postage extra, 2 cents.

Guitar Tuner.

Six Tuning Pipes, E, B, G, D, A, E, combined. Made of German silver. Concert pitch.

No. 12H5172 Price .....23c Postage extra, 3 cents.

BANJO TRIMMING

Banjo Brackets.

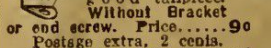
No. 12H Hexag pattern. Solid brass, nickel plated. Price, per dozen, 48c; each.

No. 12H5376 Our Ball p Made of solid brass, highly plated. Price, per doz., 72c; ea Postage extra, per dozen, 10 c

Banjo Wrenches.

No. 12H5388 plated metal. Made our brackets. Price. Postage extra, 1 c

Banjo Tailpieces



No. 12H5337 Nickel plated metal. A very good tailpiece. Without Bracket or end screw. Price.....9c Postage extra, 2 cents.

No. 12H5338 The well known "Elite" Tailpiece, bracket and screw combined. Made of nickeled metal. Regular retail price, 50 cents. Our price, co (Postage extra, 3 cents).....

Additional banjo parts, page

Souvenir Post Card and Album Pages Are Mighty Popular Pages.

MANDOLINS OF TONE AND BEAUTY

MANDOLINS we are offering are made according to scientific principles by expert mandolin the highest paid mechanics in the country, and should not pared with the cheap, flimsy noise boxes shaped like a a which are generally offered as musical instruments. We ffer mandolins as low as 95 cents each, but they would service or satisfaction and therefore we do not handle

FREE WITH EACH MANDOLIN, A COURSE OF FIFTY LESSONS WITH THE BEST CORRESPONDENCE SCHOOL OF MUSIC IN THE WORLD

OT BE INFLUENCED by price alone; consider the quality, and only then will you appreciate how far superior our mandolins l how much actual value they represent.

OUR LIBERAL TERMS. We allow any mandolin purchased from us to be tried and tested for ten days, and will receive it back and cheerfully return the price paid, together with transportation charges, if it does not prove satisfactory.

ALL OUR MANDOLINS are regular standard eight-string instruments. We can furnish any of the styles from No. 12H706¼ and No. 12H723¼ with twelve strings for $1.50 extra, and from No. 12H726¼ to No. 12H766¼ for $2.00 extra. These are, however, made to order and we require from two to three weeks' to ship.

WITH EACH ONE OF THESE MANDOLINS we give an extra set of strings, pick, complete instruction book and a fingerboard chart. Shipping weight of mandolins, 7 to 11 pounds.

THE DEFIANCE.

This mandolin is only to be compared with instruments usually sold at from $3.00 to $4.00. Nine ribs of alternate maple and walnut, with strips of red inlaying between. Imitation rosewood cap, spruce top, black fiber guard plate. Soundhole inlaid with four strips of colored woods. Imitation mahogany neck fitted with solid brass patent heads. Ebony finished fingerboard, inlaid with four mother of pearl position dots and fretted. The shell pattern tailpiece is nickel plated.

No. 12H701¼ Price..(Shipping wt., 7 lbs.). **$1.95**

THE COMPETITION.

Has nine ribs of alternate maple and mahogany, with thin strips of black wood between; imitation rosewood cap and top of silver spruce, inlaid around the edge with a strip of colored wood and bound with white celluloid. Inlaid around the soundhole to match edge. Guard plate inlaid with a very pretty floral design in colored woods. The neck is imitation mahogany; the patent heads of good quality brass, the fingerboard is ebonized with German silver frets and inlaid mother of pearl position dots, nickel plated tailpiece. Very highly finished. Easily worth $5.00 to $6.00. Shipping weight, 7 pounds.

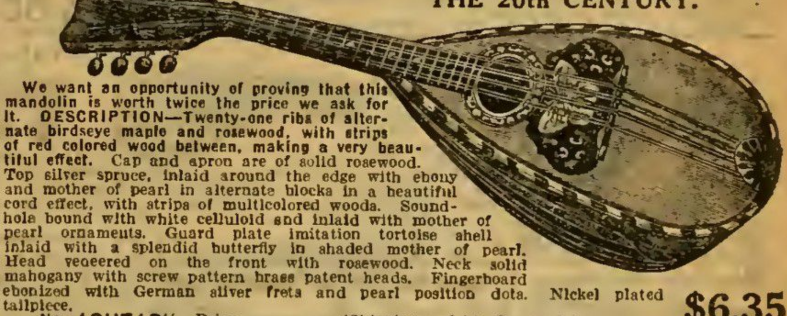
No. 12H703¼ Price........................ **$2.85**

THE SOVEREIGN.

Has thirteen ribs of solid rosewood with fine strips of white holly between. Solid rosewood cap and apron. Top of fine silver spruce, inlaid around the edge with a strip of different colored wood and bound with white celluloid. Soundhole inlaid around with a ring of different colored wood to match the edges and bound with white celluloid. Guard plate is beautifully inlaid with a striking and classic design of various colored woods. Neck is of solid mahogany. Head is veneered on the front with rosewood. Patent heads are made of brass, screw pattern; fingerboard is solid ebony; has German silver frets and inlaid mother of pearl position dots. Nickel plated . Solid ebony bridge.

12H716¼ Price............(Shipping weight, 7 pounds).......... **$4.95**

THE 20th CENTURY.

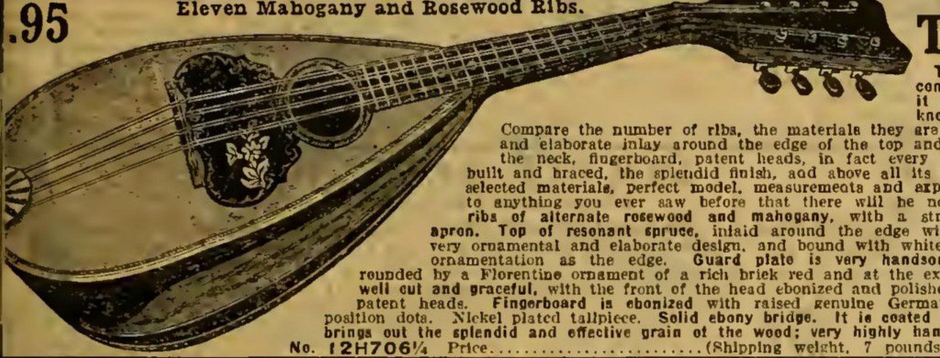


We want an opportunity of proving that this mandolin is worth twice the price we ask for it. DESCRIPTION—Twenty-one ribs of alternate birdseye maple and rosewood, with strips of red colored wood between, making a very beautiful effect. Cap and apron are of solid rosewood. Top silver spruce, inlaid around the edge with ebony and mother of pearl in alternate blocks in a beautiful cord effect, with strips of multicolored woods. Soundhole bound with white celluloid and inlaid with mother of pearl ornaments. Guard plate imitation tortoise shell inlaid with a splendid butterfly in shaded mother of pearl. Head veneered on the front with rosewood. Neck solid mahogany with screw pattern brass patent heads. Fingerboard ebonized with German silver frets and pearl position dots. Nickel plated tailpiece.

No. 12H718¼ Price............(Shipping weight, 7 pounds)........... **$6.35**

.95

Eleven Mahogany and Rosewood Ribs.



HERE IT IS
THE CONQUEROR

This is the greatest mandolin bargain ever offered by any concern in the world, and we would like to have you compare it in every way with what is offered by other dealers, as we know it cannot be duplicated for any less than $8.00 to $10.00. Compare the number of ribs, the materials they are made of, the grain of the wood of the top, the beautiful and elaborate inlay around the edge of the top and around the soundhole, the rich and artistic guard plate, the neck, fingerboard, patent heads, in fact every part entering into its construction, the careful way it is built and braced, the splendid finish, and above all its powerful, sweet tone, due to thoroughly seasoned, carefully selected materials, perfect model, measurements and expert workmanship, and you will find it so far superior to anything you ever saw before that there will be no comparison whatever. Read the description. Eleven **ribs of alternate rosewood and mahogany,** with a strip of white holly between. Solid rosewood cap and **apron. Top of resonant spruce,** inlaid around the edge with a broad strip of different colored woods set in a very ornamental and elaborate design, and bound with white celluloid. **Soundhole has a ring around** of the same ornamentation as the edge. **Guard plate is very handsome and unique in design.** Its body is black, surrounded by a Florentine ornament of a rich brick red and at the extreme left it is inlaid with flowers in woods. **Neck is well cut and graceful,** with the front of the head ebonized and polished. It is fitted with best quality brass American screw patent heads. **Fingerboard is ebonized** with raised genuine German silver frets and mother of pearl position dots. Nickel plated tailpiece. **Solid ebony bridge. It is coated with fine transparent varnish, which brings out the splendid and effective grain of the wood; very highly hand rubbed and polished.**

No. 12H706¼ Price........................(Shipping weight, 7 pounds).............................. **$3.95**

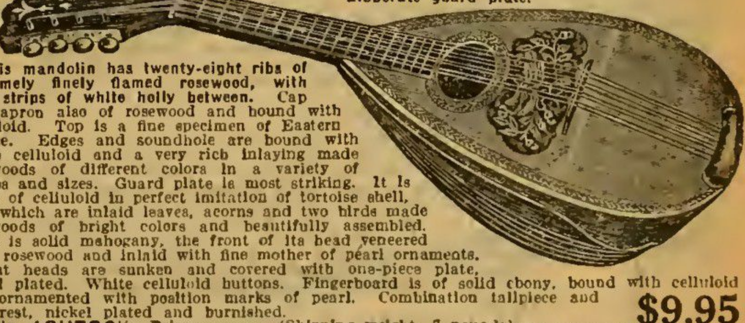
THE PRESIDENT.

A very charming instrument from the standpoint of materials, workmanship, ornamentation and the purity, volume and sweetness of its tone. DESCRIPTION—Genuine rosewood body made of nineteen ribs with holly strip between each rib. Rosewood cap bound with white celluloid. Top is of white spruce with edges inlaid with a wide set of colored wood ornaments and celluloid bound. Soundhole is inlaid and bound to match edge. Guard plate has mother of pearl flowers and vines inlaid into the celluloid body in imitation of genuine tortoise shell. A very beautiful combination. Neck is of genuine mahogany with top of head veneered with rosewood and inlaid with pearl ornament. Finger- is of ebony, fretted and celluloid bound with pearl position dots. Nickel plated head and combination tailpiece and arm rest. This mandolin is only to pared with what others are offering at $12.00 to $15.00.

12H723¼ Price..........(Shipping weight, 7 pounds).............. **$7.45**

THE IMPERIAL.

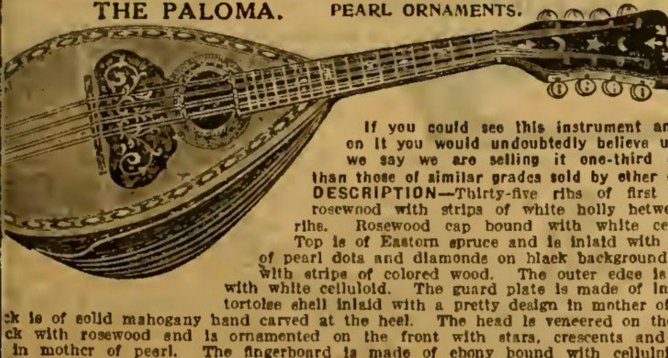
Elaborate guard plate.



This mandolin has twenty-eight ribs of extremely finely flamed rosewood, with thin strips of white holly between. Cap and apron also of rosewood and bound with celluloid. Top is a fine specimen of Eastern spruce. Edges and soundhole are bound with white celluloid and a very rich inlaying made of woods of different colors in a variety of shapes and sizes. Guard plate is most striking. It is made of celluloid in perfect imitation of tortoise shell, into which are inlaid leaves, acorns and two birds made of woods of bright colors and beautifully assembled. Neck is solid mahogany, the front of its head veneered with rosewood and inlaid with fine mother of pearl ornaments. Patent heads are sunken and covered with one-piece plate, nickel plated. White celluloid buttons. Fingerboard is of solid ebony, bound with celluloid and ornamented with position marks of pearl. Combination tailpiece and arm rest, nickel plated and burnished.

No. 12H726¼ Price..........(Shipping weight, 7 pounds).............. **$9.95**

THE PALOMA. PEARL ORNAMENTS.



If you could see this instrument and play on it you would undoubtedly believe us when we say we are selling it one-third cheaper than those of similar grades sold by other dealers. DESCRIPTION—Thirty-five ribs of first quality rosewood with strips of white holly between the ribs. Rosewood cap bound with white celluloid. Top is of Eastern spruce and is inlaid with mother of pearl dots and diamonds on black background bound with strips of colored wood. The outer edge is bound with white celluloid. The guard plate is made of imitation tortoise shell inlaid with a pretty design in mother of pearl. ck is of solid mahogany hand carved at the heel. The head is veneered on the front ck with rosewood and is ornamented on the front with stars, crescents and flower in mother of pearl. The fingerboard is made of ebony bound with celluloid and with nine mother of pearl position ornaments. The machine heads are enclosed, with one-piece plate, hand engraved and nickel plated. White celluloid . Hand engraved nickel plated sleeve protector. The tone is l and mellow.

12H756¼ Price..........(Shipping weight, 7 pounds).......... **$12.75**

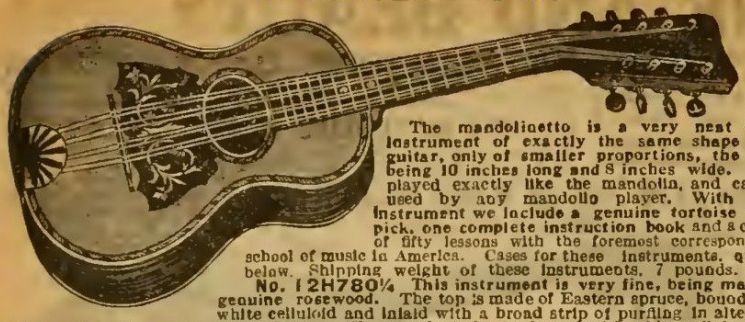
THE ANGELO.

Words or illustrations cannot do justice to the graceful outlines, the beautiful figures and designs and the perfect inlaying. As a matter of justice to yourself before purchasing a mandolin you must order this instrument under our most liberal terms. DESCRIPTION—Body of forty-four ribs of genuine rosewood with strips of white holly inlaid between. Rosewood scroll cap bound with white celluloid and inlaid with a strip of variegated woods in combination of black, green, red and natural colors. Top of Eastern spruce in natural color. Edges of top and soundhole bound with white celluloid and inlaid with mother of pearl to match edge. Guard plate is a most beautiful design. The background is of fine tortoise shell celluloid inlaid with the figure of a maiden playing a harp. This figure is made of mother of pearl in changeable green colors and is effectively surrounded by a ribbon design of gold fish pearl and engraved to bring out small details. Mahogany neck fitted with a solid ebony extension pattern fingerboard (which allows performer two extra notes) bound with celluloid and inlaid with seven exquisite pearl position designs. Head veneered on the front with ebony and on the back with rosewood. Front of head inlaid with a pretty figure in mother of pearl. It is fitted with sunken patent heads covered with one-piece plate engraved, nickel plated and burnished. White celluloid finger buttons. Tailpiece to match heads. The tone is pure and mellow and of great volume and carrying power.

No. 12H766¼ Price..........(Shipping weight, 11 pounds).......... **$19.45**

MAN. Let Us Be Your Tailor. Write for Sample Book No. 81H. Save a Third.

MANDOLINETTOS.



The mandolinetto is a very neat little instrument of exactly the same shape as a guitar, only of smaller proportions, the body being 10 inches long and 8 inches wide. It is played exactly like the mandolin, and can be used by any mandolin player. With each instrument we include a genuine tortoise shell pick, one complete instruction book and a course of fifty lessons with the foremost correspondence school of music in America. Cases for these instruments, quoted below. Shipping weight of these instruments, 7 pounds.

No. 12H780¼ This instrument is very fine, being made of genuine rosewood. The top is made of Eastern spruce, bound with white celluloid and inlaid with a broad strip of purfling in alternate colors and set in a very artistic design. The soundhole is also bound with white celluloid and inlaid around with a broad ring of the same inlay as the top. The guard plate is inlaid with a very beautiful design of different colored woods. The back edge of this instrument is also bound with celluloid, and down the center of the back is inlaid a fine strip of purfling of the same variety as the top. The neck is made of genuine mahogany. The front of the head is veneered with rosewood. Patent heads are of the finest quality brass, screw pattern, with black celluloid buttons. The fingerboard is made of ebony and very carefully fretted with German silver frets. It has genuine mother of pearl position dots. Tailpiece is highly nickel plated and polished. The finish of this instrument is magnificent.
Price..... (Shipping weight, 7 pounds)..... **$5.75**

No. 12H782¼ The body of this instrument is made of maple, finished by a patent process in a perfect imitation of quarter sawed oak. The top is made of spruce, bound with white celluloid and inlaid around the edge and soundhole with strips of varicolored wood purfling. It has a black celluloid guard plate. The neck is finished in imitation mahogany, with brass patent heads and black celluloid buttons. Fingerboard is made of hardwood in imitation of ebony, and is very carefully fretted. It has four pearl position dots. Nickel plated tailpiece.
Price..... (Shipping weight, 7 pounds)..... **$2.85**

BANJO-MANDOLINS.

No. 12H784¼ This instrument is strung and played exactly the same as a mandolin. It has a 10-inch head with nickel shell and stainer hoop. It is lined with wood, and has twenty-one nickel plated brackets and protection nuts. It has a neatly cut cherry neck finished in natural color, regular banjo extension style, with ebony veneered heelpiece. The front of the head is veneered with ebony, inlaid with a mother of pearl star, with screw patent heads, nickel plated and polished, of the very best pattern. Fingerboard is of solid ebony, extended over the head, with raised metallic frets and inlaid with pearl position ornaments. We furnish with this instrument one genuine tortoise shell pick, one mandolin instruction book and a 50-lesson correspondence course of music. Cases for these instruments quoted below.
Price ..... (Shipping weight, 12 pounds)..... **$6**

No. 12H786¼ Same as above but with only fourteen brackets, imitation mo neck, position dots instead of ornaments, a good serviceable instrument.
Price, complete, with same outfit as No. 12H784¼.....

OUR $7.35 ACME PROFESSIONAL BANJORI

The banjorine is now used very extensively by all the best and up to date banjo cl orchestras. It is tuned one-fourth higher than the regular instrument, and takes the part, same as the flute or oboe in an orchestra. The cadenzas and embellishments a up by this instrument. It is 11 inches in diameter, has nickel plated rim with sp edge, twenty-four brackets, heavy band or strainer hoop, and best quality calfskin 12-inch neck, highly polished, solid ebony extension fingerboard, twenty raised fret wood veneered head inlaid with pearl, ebony pegs, six inlaid position dots, nickel plated tailpiece. A strictly high grade instrument. A fine fitting canvas case, as listed below, for only 80 cents. **$7**
No. 12H788¼ Price. (Shipping weight, 15 pounds).

Mandolin Cases.

Gray canvas with leather bound edges. Flannel lined, handle and patent fastenings. Shipping weight, 5 pounds.
No. 12H5460 Price.. **65c**

Made of a secret composition of leather pulp, covered with black morocco leather, making it stronger, lighter and more graceful in appearance than the sole leather case. This case is flannel lined inside and it has a hand sewed leather handle. Shipping weight, 6 pounds.
No. 12H5463 Price **$3.85**

Patent Heads.

No. 12H5469 Screw pattern, made of brass highly polished. Celluloid buttons.
Price, per set..(Postage, per set, 8 cents)... **35c**
NOTE—Place a mandolin headpiece set at a distance of 11-16 in. from each other.

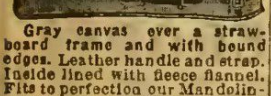
Mandolin Picks.

Mail shipment extra, each, 1 cent.
No. 12H5480 Tortoise shell, oval shape. Price, 2c
No. 12H5482 Same, extra large, extra quality. Price.....4c
No. 12H5484 Genuine tortoise shell, triangular shape. Price 4c
No. 12H5485 Celluloid Mandolin Picks, in fine imitation tortoise shell. Per dozen.....10c
Postage extra, per dozen, 2c.

Patent Mandolin Pick.

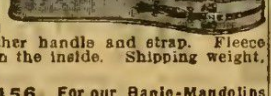
No. 12H5478 Fastened to the finger by steel clasp; the pick proper being held between rubber discs it is possible for it to be held more firmly and at the same time not require the tightness of clasp which essary with the old pick when play music. By placing the thumb and inde lightly on the disc, the player will be play the sweetest and softest music and if necessary he can tremolo a cho with ease. Price.....
If mail shipment, postage extra, 2 c

Mandolinetto Case.



Gray canvas over a strawboard frame and with bound edges. Leather handle and strap. Inside lined with fleece flannel. Fits to perfection our Mandolinettos Nos. 12H780¼ and 12H782¼. Shipping weight, 4 pounds..... **68c**
No. 12H5454 Price.

Banjo-Mandolin and Banjorine Cases.



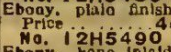
Made of heavy strawboard covered with brown canvas. Have bound edges and leather handle and strap. Fleece flannel lined on the inside. Shipping weight, 5 pounds.
No. 12H5456 For our Banjo-Mandolins No. 12H784¼ and No. 12H786¼. Price..**68c**
No. 12H5458 For our Banjorine, No. 12H788¼. Price.....**80c**

Mandolin Tailpieces.

No. 12H5467 Especially attractive shell design. Made of brass, nickel plated and highly polished.
Price..... **9c**
If mail shipment, postage extra, 2 cents.

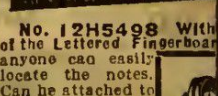
No. 12H5468 High class tailpiece, arm rest and sleeve protector combined, hinge pattern, made of brass, nickel plated, highly burnished.
Price..... **23c**
If mail shipment, postage extra, 3 cents.

Bridges.



No. 12H5486 Ebony, plain finish. Price 4c
No. 12H5490 Ebony, hone inlaid, as illustrated. Price **13c**
Postage extra, 2c.

Fingerboard Ch



No. 12H5498 With of the Lettered Fingerboar anyone can easily locate the notes. Can be attached to the fingerboard of any mandolin. Price..... **4c**
If mail shipment, postage extra, 1c.

VIOLONCELLOS

Weight packed, about 36 pounds.

With every Violoncello we furnish FREE: ONE perfect fitting canvas bag. ONE good quality violoncello bow. ONE large piece of rosin. ONE complete instruction book and a fingerboard chart.

VIOLONCELLO of good quality and tone, fitted with iron patent head. One which usually retails at about $15.00.
No. 12H400½ Price..... **$9.85**

VIOLONCELLO of better grade than the above. It has inlaid edges and comes fitted with good quality patent head and complete set of the best strings.
No. 12H406½ Price..... **$12.95**

OUR HIGH GRADE VIOLONCELLO. The sides and back are made of maple and the top of evenly grained seasoned spruce. It has ebony fingerboard, tailpiece and pegs. The tone, finish and construction of this instrument are such as you would expect to find in retail stores at from $25.00 to $30.00.
No. 12H420½ Price..... **$16.75**

OUR HIGHEST GRADE VIOLONCELLO. The back and sides of this instrument are made of maple and the top is made of old well seasoned spruce. The fingerboard and tailpiece are of good quality ebony. It is double lined throughout. The purfling is very carefully and neatly inlaid, giving the instrument a handsome appearance. It is fitted with the best quality patent head, on brass plates. The tone of this instrument is pure, sweet and very powerful. Dealers usually ask from $30.00 to $40.00.
No. 12H422½ Our price..... **$19.85**

DOUBLE BASS VIOLS

Weight packed, about 110 pounds.

We furnish with each Bass Viol a good bow, a cake of rosin, complete instruction book and a fingerboard chart.

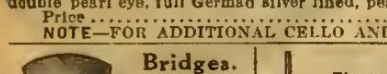
ONE-HALF SIZE DOUBLE BASS VIOL. This Double Bass Viol is of small or what is known as one-half size. It is a four string instrument of very good model and materials, is dark red dull finished with light edges. Patent heads with iron plates. Although we sell it at such a low price it is a good bass in every way.
No. 12H450½. Price **$22.45**

THREE-QUARTER SIZE DOUBLE BASS VIOL. A high grade three-quarter size Double Bass Viol for $24.95. This double bass viol has four strings, finest iron patent head and is beautifully shaped and colored. It has a dull finish of great beauty. The materials and workmanship of this bass are better than usually found in instruments sold by others at a higher price.
No. 12H462½ Price..... **$24.95**

THREE-QUARTER SIZE DOUBLE BASS VIOL. This three-quarter size four string Double Bass is the best we carry and is indeed a fine instrument. The model is extremely good and the materials used well selected. Body is stained a medium red of a dull and velvety finish. It has genuine purfling inlaid around the edges, a good neck and well cut scroll, ebony fingerboard and brass patent head. An instrument worth a great deal more than we charge.
No. 12H468½ Price..... **$32.45**

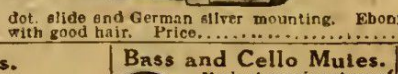
VIOLONCELLO AND DOUBLE BASS FURNISHINGS.

Violoncello Bows. (If mail shipment, postage extra, 14 cents.)



No. 12H5062 Brazil wood, plain ebony frog, bone button, good quality. Price...**70c**
No. 12H5064 Brazil wood, ebony frog, pearl eye, German silver button. Price.**98c**
No. 12H5066 Brazil wood, ebony frog, double pearl eye, full German silver lined, pearl slide, German silver button.
Price.....**$1.65**
NOTE—FOR ADDITIONAL CELLO AND DOUBLE BASS PARTS SEE PAGE 696.

Double Bass Bows. (If mail shipment, postage extra, 19 cents.)



No. 12H4955 Maple stick fini red color, imitation ebony frog and Fair supply of hair. Ordinary model. Price.....
No. 12H4967 This is a good bo will give satisfactory service. It is redwood, with genuine ebony frog, wi dot, slide and German silver mounting. Ebony and German silver button. Fully with good hair. Price.....

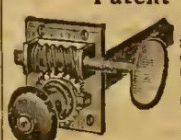
Bridges.

Made of good quality maple, nicely cut with three scrolls and well finished.
No. 12H5077 For cello. Price.....**35c**
Postage extra, 4 cents.
No. 12H4977 For bass. Price.....**56c**
Postage extra, 8 cents.

End Pins.

Ebony button with movable pin. Ordinary model.
No. 12H5034 For cello. Price.....**25c**
No. 12H4934 For bass. Price.....**45c**
Postage extra, 4 cents.
No. 12H5036 For CELLO ONLY, made of rosewood with metal ferrule and sliding steel rod held by thumbscrew. Permits the adjusting of instrument to proper height to suit the player. Exactly as illustrated. Price...(Postage, 6c).....**44c**

Patent Heads.



Made with four separate brass plates, one for each string, iron screw and maple pegs with pearl dot inlaid in head.
No. 12H5101 For cello. Price per set of 4.....**$1.65**
Shipping weight, 10 ounces.
No. 12H4901 For bass. Price, per set of 4.....**$2.45**
Shipping weight, 2 pounds.

Bass and Cello Mutes.

Made of genuine ebony of nice model and good finish.
No. 12H5084 For cello. Price.....**10c**
Postage extra, 3 cents.
No. 12H4984 For double bass. Price. (Postage extra, 8 cents).**55c**
No. 12H5086 New Improved French Model Mute. Oxidized metal with fiber between metal parts. Five prongs, muting strings evenly. Best yet invented.

FOR CELLO ONLY.
Price. (Postage extra, 5 cents).**50c**

Cello Bow Frogs.

No. 12H5088 Made of ebony with pearl dot and slide. German silver button. Price **40c**
Postage extra, 4 cents
No. 12H5089 Better frog, ebony with pearl dots and slide, full German silver mounted and ebony and German silver button.
Price. (Postage, 4c).**60c**

Cello Bow S

No. 12H509 nary Octago Button. Inla end. Price.. Postage, 2
No. 12H509 Screw with German Silv Ebony Butto inlaid at end. Price..... Postage, 2

Sounds Impossible, but Look—Haenel Mauser Carbine $34.00 Rifle for $6.94. It's

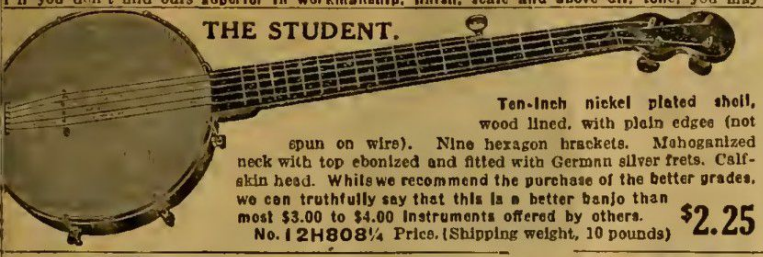
BANJOS OF MUSICAL WORTH

We sell good Banjos, musical instruments in the fullest se of the word, banjos that are made well, of good terials by experi mechanics, banjos that are technically per- t and intended to be played upon, not merely to be looked at. We are ready to prove the truthfulness of our statements by pping to you any one of our instruments with the under- nding that you are to compare it with banjos offered by others at one-half higher price, l if you don't find ours superior in workmanship, finish, scale and above all, tone, you may return it to us at our expense and your money and transportation charges will be immediately returned to you.

FREE A certificate which entitles every purchaser of our Banjos to fifty lessons with the leading Correspondence School of Music in America.

If you contemplate the purchase of a banjo you cannot possibly overlook our liberal offer. It is a duty you owe yourself to invest your money where it will receive the most value, and we know that by our method of sale, factory to you with but our small profit added, we have no competition. Each banjo is furnished with an extra set of strings, an instruction book and diagram fingerboard chart.

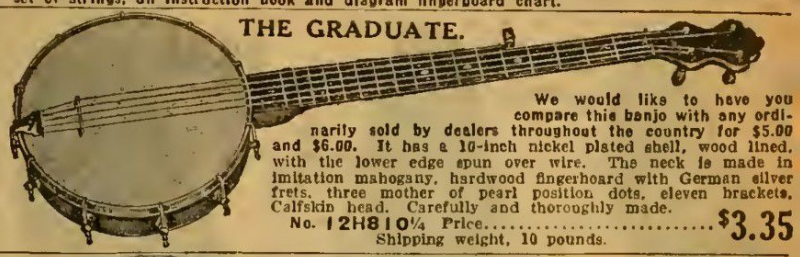
THE STUDENT.



Ten-inch nickel plated shell, wood lined, with plain edges (not spun on wire). Nine hexagon brackets. Mahoganized neck with top ebonized and fitted with German silver frets. Calfskin head. While we recommend the purchase of the better grades, we can truthfully say that this is a better banjo than most $3.00 to $4.00 instruments offered by others.

No. 12H808¼ Price. (Shipping weight, 10 pounds) **$2.25**

THE GRADUATE.



We would like to have you compare this banjo with any ordinarily sold by dealers throughout the country for $5.00 and $6.00. It has a 10-inch nickel plated shell, wood lined, with the lower edge spun over wire. The neck is made in imitation mahogany, hardwood fingerboard with German silver frets, three mother of pearl position dots, eleven brackets. Calfskin head. Carefully and thoroughly made.

No. 12H810¼ Price..... **$3.35**
Shipping weight, 10 pounds.

THE STAR.

This banjo is generally sold throughout the country at prices ranging from $7.00 to $9.00. It has an 11-inch nickel plated shell, with both edges spun on steel wire. Seventeen nickel plated hexagon brackets. Neck and head are neatly cut and finished in mahogany. Ebony fingerboard. The head is covered with a layer of ebony veneer. inches long, with twenty-two German silver frets and four mother of pearl tion dots. Calfskin head. A musical instrument in every way.

No. 12H813¼ Price.....(Shipping weight, 12 pounds.)..... **$4.15**

THE CENTURY.

This is a regular $12.00 banjo and is sold at that price generally throughout the country. It has an 11-inch nickel plated shell with both edges spun over wire, nickel strainer hoop of special design, preventing the hooks from cutting through the head. Shell is wood lined. Extension removable neck with metal truss and stay piece tightened by two ebony wedges. Twenty-five hexagon brackets. Genuine ebony fingerboard carefully fretted and with diamond and flower shaped position dots inlaid in mother of pearl. Front of head is ebony veneered. Ebony pegs. This instrument is fitted with special nickel plated tailpiece. A dandy instrument which is sure to please.

No. 12H824¼ Price.....(Shipping weight, about 12 pounds.)..... **$6.85**

OUR CHALLENGE

This is one of the best and ost complete banjo outfits ever aced on the market at this rice. Every article that goes to ake it up is the very best that an possibly be procured at the rice asked. The banjo is solidly uilt, has a splendid tone of good olume and power and is an inrument that cannot be duplited anywhere in the country for ss than double the price we are king. We would be glad to ve you order this banjo and tfit and compare it with anying your dealer has to offer at om $10.00 to $12.00, and if you not find it to be superior in ery respect, it can be returned us and we will cheerfully reth your money.

LOOK AT THIS VALUE.

BANJO OUTFIT

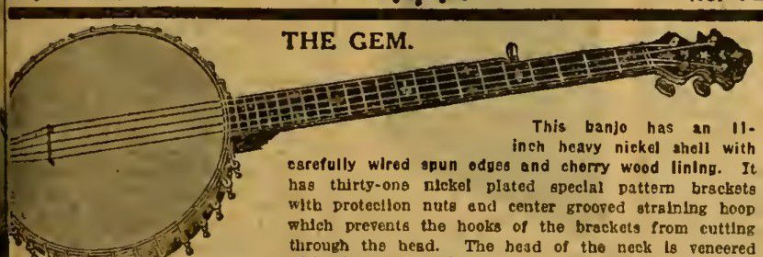
This banjo has an 11-inch nickel plated shell, with both edges spun over wire, wood lined. Genuine calfskin head. Thirty-nine nickel plated hexagon brackets. Neck well cut and finished in mahogany. Front of the head veneered with wood, finished in ebony. Fingerboard is ebony, fitted with raised German silver frets and inlaid mother of pearl position dots.

This outfit consists of the following:
One Challenge Banjo.
One Extra Set of Glendon Strings.
One Book of Guckert's Chords.
One Lettered Fingerboard Chart.

REMEMBER, this outfit goes to you strictly on trial and if you are not fully satisfied that it is a great bargain in every respect, we will gladly take it back and return every cent you have paid, including transportation charges. This splendid outfit could not be purchased elsewhere for less than $10.00.

No. 12H822¼ Price.....(Shipping weight, about 12 pounds)..... **$5.15**

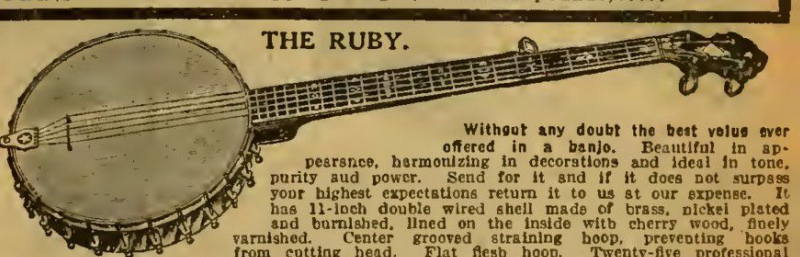
THE GEM.



This banjo has an 11-inch heavy nickel shell with carefully wired spun edges and cherry wood lining. It has thirty-one nickel plated special pattern brackets with protection nuts and center grooved straining hoop which prevents the hooks of the brackets from cutting through the head. The head of the neck is veneered with ebony and inlaid with star, crescent, and flower shaped designs in mother of pearl. It has white celluloid keys and genuine ebony fingerboard with square and diamond mother of pearl position dots. Best calfskin head. WE RECOMMEND THIS JO as being first class in every respect and an instrument which will give the best of faction under all conditions. Other dealers charge $18.00 to $20.00 for the grade.

No. 12H858¼ Price.....(Shipping weight, 17 pounds.)..... **$9.65**

THE RUBY.



Without any doubt the best value ever offered in a banjo. Beautiful in appearance, harmonizing in decorations and ideal in tone, purity and power. Send for it and if it does not surpass your highest expectations return it to us at our expense. It has 11-inch double wired shell made of brass, nickel plated and burnished, lined on the inside with cherry wood, finely varnished. Center grooved straining hoop, preventing hooks from cutting head. Flat flesh hoop. Twenty-five professional pattern brackets with flat hook and closed ball nuts. Brackets held to shell by special nickel plated bolts (not screws as in cheap banjos). Walnut neck of slender pattern. Top of head, heel of neck and under fingerboard are veneered with one layer of white holly and one of ebony, making a strikingly pretty contrast. Ebony fingerboard bound with celluloid to prevent ends of frets interfering with quick movements and inlaid with eight large pearl ornaments on the position spaces. Head also inlaid with fine pearl figures. Celluloid pegs of special design. "Elite" nickel tailpiece and snow white calfskin head. Good gut strings and maple bridge.

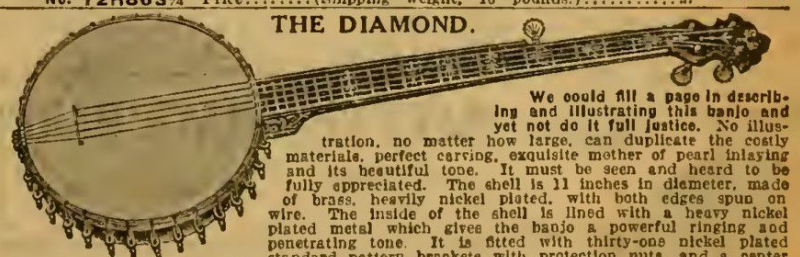
No. 12H863¼ Price.....(Shipping weight, 16 pounds.)..... **$12.25**

THE PEARL.

This is the first time a pearl fingerboard banjo of this grade has been offered for less than $25.00. It has an 11-inch heavily nickel plated shell, with both edges spun on heavy steel wire, and is lined with cherry, finished in mahogany. Fitted with thirty-one nickel plated special pattern brackets with closed ball end nuts. The straining hoop is of the improved center grooved pattern, ⅝ inch wide, artistically chased, giving it a rich appearance. The brackets fit into this center groove, which prevents them from cutting the head. The neck is of the extension pattern, made of cherry, and finished in San Domingo mahogany, it being fitted ebony veneered heel and head, the latter inlaid with a beautiful design in mother of . The real beauty of this instrument lies in the mother of pearl fingerboard, which is 19 e long and fitted with seventeen raised German silver frets. The space between each fret laid with a block of white mother of pearl, bound with a ⅛-inch strip of ebony, making y striking and beautiful contrast. The positions are marked by eight dark green pearl ents of various designs. This banjo is fitted with the best quality calfskin head. Not is this a beautiful instrument, but it has a tone which is sweet, ful and responsive.

No. 12H864¼ Price.....(Shipping weight, about 16 pounds.)..... **$15.75**

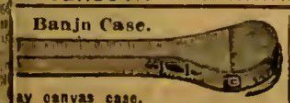
THE DIAMOND.



We could fill a page in describing and illustrating this banjo and yet not do it full justice. No illustration, no matter how large, can duplicate the costly materials, perfect carving, exquisite mother of pearl inlaying and its beautiful tone. It must be seen and heard to be fully appreciated. The shell is 11 inches in diameter, made of brass, heavily nickel plated, with both edges spun on wire. The inside of the shell is lined with a heavy nickel plated metal which gives the banjo a powerful ringing and penetrating tone. It is fitted with thirty-one nickel plated standard pattern brackets with protection nuts, and a center grooved nickel plated straining hoop which prevents the brackets from cutting the head. The neck and head are made of genuine mahogany veneered with three layers of rich colored woods capped with a heavy layer of ebony. The head is inlaid with three mother of pearl designs and is fitted with fancy celluloid pegs. The heel of the neck is elaborately hand carved and veneered with different colored woods. The fingerboard is of genuine ebony, 19 inches long, inlaid with seven striking mother of pearl positions and is bound with strips of white celluloid. Highest grade calfskin head. The tone is silvery, sweet and penetrating. All we ask is that you give the banjo a fair trial and we feel confident that you will never want to part with it. By ordering a case now you'll save transportation charges. A case will protect your instrument against injury. See our cases below.

No. 12H873¼ Price.....(Shipping weight, about 18 pounds.) **$19.45**

Banjo Case.



ay canvas case, lor quality, black bound edges, l lined, with handle, for any banjo from 10 to 13 inches. ling weight, 6 pounds.

12H5310 Price.....82c

Leather Cases.

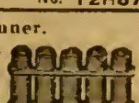
Made of smooth black leather, nicely embossed. Flannel lined. Leather strap and handle. Opens at end.

No. 12H5311

	11-In.	12-In.	13-In.
For banjo			
Price	$4.65	$5.00	$5.40

Shipping weight, about 10 pounds.
Note—Measure diameter of head of banjo. Order and allow price accordingly.

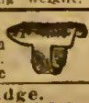
Banjo Tuner.



Five Tuning Pipes, B, G sharp, E, A and E, combined. Made of German silver and tuned to concert pitch.

No. 12H5326
Price...(Postage extra, 3c). . 19c

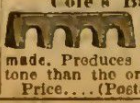
Banjo Thimble.



German silver, extra heavy polish. Postage, 1c.

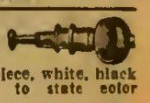
No. 12H5386 Price. 3c

Cole's Banjo Bridge.



No. 12H5335
The latest and most practical bridge made. Produces a sharper and clearer tone than the ordinary bridge.
Price....(Postage extra, 1c)....9c

Banjo Keys.



Made of metal, nickel plated, celluloid polished thumbpiece, white, black or amber. Be sure to state color wanted.

No. 12H5362 Price, each.. 18c
Per set of five.....88c
Postage extra, per set, 5c.

Other banjo parts quoted on page 692. For banjo heads see page 709.

Men's and Women's Hosiery Guaranteed Six Months at Large Saving.

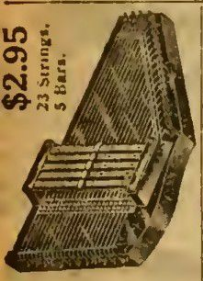
AUTOHARPS.

The Autoharp is one of the most popular of small musical instruments. They require no lessons, but a little patience and practice to learn to play upon them. The music is simply and plainly figured, and anybody can understand it and follow it and in a short time play the sweetest and prettiest melodies. They are an infinite source of recreation and education.

OUR TRADE IS ENORMOUSLY LARGE and is due to our low prices, about one-half what others charge. The question of quality cannot be disputed. There is only one Autoharp made, "The Zimmerman," and that is the one we handle. Each one of these Autoharps is carefully and durably constructed and finished in a beautiful manner and is shipped complete with pick and instruction book. If your time will not allow you to learn to play a violin, piano or other instrument of this class, we would by all means advise you to purchase an Autoharp.

Note—If a case or other small trimmings are ordered with the instrument it won't cost you any more for transportation charges.

$2.95 23 Strings. 5 Bars.

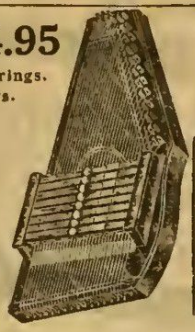


Size, 9¾x17¼ inches.

Our $2.95 Autoharp has 23 strings, 5 bars, and produces 5 chords. The possibilities of this beautiful instrument are unbounded, and while but little practice is needed for the beginner to play nicely, constant practice will enable the performer to produce very difficult music. Weight, packed for shipment, 6 pounds.

No. 12H902 Price.....$2.95

$4.95 32 Strings. 8 Bars.



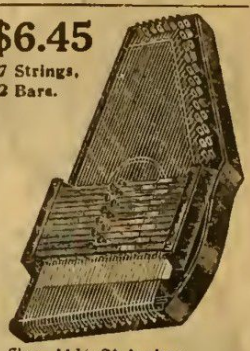
Cases to fit all these Autoharps quoted at upper part of page.

Size, 10½x21 inches.

For $4.95 we offer an autoharp that is strictly first class in workmanship and susceptible of wonderful manipulation. This special autoharp is complete with 32 strings and is fitted with 8 bars, as it has 8 chords, as follows: C major, G seventh, F major, C seventh, B flat major, B minor, A seventh and G minor. The range of different music is very great and the possibilities of the instrument are beyond that of any other of similar construction and much higher price. You cannot purchase this autoharp from any other dealer for less than from $8.00 to $10.00. Weight, packed for shipment 10 pounds.

No. 12H904 Price $4.95

$6.45 37 Strings, 12 Bars.



Size, 11¾x21 inches.

This Autoharp is the very latest product of the manufacturers, and is destined to become the most popular style of their entire list. It has 37 strings and 12 chord bars; these bars are placed close together, making the manipulation of them exceedingly easy. They produce 12 chords, as follows: G major, E seventh, C major, A minor, G seventh, E seventh, F major, D minor, C seventh, A seventh, B flat major and G minor. It is strung and tuned in a perfect chromatic scale. The finish is beautiful; highly polished ebony finish; altogether a handsome, useful musical instrument. Weight, packed for shipment, 11 pounds.

No. 12H906 Price.. $8.45

THE FAMOUS MARX PIANO HARP.

Anyone, within a short time, can produce beautiful music on this instrument without the aid of a teacher.

$2.95

23 Strings, 7 Hammers.

36 PIECES OF MUSIC WITH THIS HARP.

Size, 11x20 inches.

A fine canvas case to fit for 98c

This instrument is picked with the right hand, same as an ordinary autoharp, while the hammers are manipulated with the left hand. These hammers are so arranged as to produce the chords of C major, G seventh, F major, C seventh, and their relative minors. The figured music which is used on this piano harp is the simplest ever offered in any instrument of this kind. It has 23 strings and 7 hammers. It differs from the ordinary autoharp in the important particular that there are no dead strings over which the performer has to play. It is 11 inches long and 20 inches wide, and weighs, boxed for shipment, 9 pounds. With this instrument we furnish one tuning key, one pick, one music holder and 36 pieces of figured music.

No. 12H947 Price.....$2.95

AUTOHARP AND ZITHER SUPPLIES.

CASES.

Superior model, made of good quality gray canvas, edges bound with leather. Inside flannel lined. Stitched leather handle. Always give catalog number of your instrument.

For Autoharps.

No. 2¾, catalog No. 12H902.
No. 72⅞, catalog No. 12H904.
No. 73, catalog No. 12H906.
No. 12H5584 Autoharp Case. Shipping weight, 3½ pounds. Price.....8

For Guitar Zithers.

No. 2, catalog No. 12H923.
No. 2½, catalog No. 12H925.
No. 3½, catalog No. 12H927.
No. 12H5585 Guitar Zither Ca Shipping weight, 5 pounds. Price..8
No. 12H5586 Lyre Zither Ca for our No. 12H930. Price.....$1.

For Piano Harp.

No. 12H5589 To fit catalog 12H947. Shipping weight, about 5 pour Price.....9

For Chromatic Harp.

No. 12H5590 To fit catalog 12H945. Shipping weight, about 5 pou Price.....9

Autoharp Tuning Pins.

No. 12H5578 Mad blued steel. Price, per dozen..... Postage extra, per dozen, 4 cents.

Tuning Keys.

No. 12H5570 Malleable iron. Price.....7c Postage extra, 2 cents.

Autoharp Picks.

No. 12H5572 Celloid. Price.....

No. 12H5576 Brass spiral. Price.....2c

No. 12H5577 German silver, nickel pla new model. Price.....

If mail shipment, postage extra, 1 cen

Autoharp Strings.

No. 12H4352 Set for No. 2¾ 12H902).....
No. 12H4354 Set for No. 7 (No. 12H904) or 3, 4, 5.....
No. 12H4359 Set for No. 73 12H906).....
No. 12H4360 Steel strings. Pr each.....
No. 12H4382 Bass or wou strings. Price, each.....
If mail shipment, postage extra, si strings, 1 cent; sets, 4 cents.

When ordering single strings a ways mention number of harp, lette of string, and whether bass, low middle, high or highest.

Guitar Zither Strings.

No. 12H4392 Set for No. 2 12H923).....
No. 12H4394 Set for No. 2½ 12H925).....
No. 12H4396 Set for No. 3½ 12H927).....
No. 12H4398 Plain strings. Pr each.....
No. 12H4400 Wound strin each.....
If mail shipment, postage extra, si strings, 1 cent; sets, 4 cents.

We sell perforated music rolls at reduction of 40 per cent from regula retail price. Send for our "Catalog Perforated Music Rolls."

GUITAR ZITHERS.

The Guitar Zither is an improved and simplified German zither upon which may be rendered the most difficult music without the aid of a teacher. Our method of instruction is so easy that anyone can learn to play the instrument in a very short time. The bass notes are tuned in groups of chords. This is a very attractive feature because the various chords of the key are ready to be picked without effort. As an accompaniment of the voice these chords are invaluable. In connection with the violin, piano or other musical instrument, the guitar zither is especially delightful. It rewards individual skill more than any other harp in existence. These are musical instruments which charm alike the home circle and the concert audience.

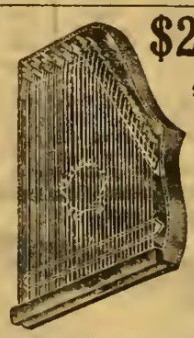
$1.95 31 Strings, 4 Chords.

Size, 12¾x19 inches.

This Guitar Zither is made of maple, ebonized and beautifully finished with a pretty ornament around the soundhole. Has 31 strings, 4 chords, namely, C, G, F major and G minor. Complete with instruction book, key and finger ring. This instrument possesses a deep tone which never falls to delight the listener. Shipping weight, about 9 lbs.

No. 12H923 Price.....$1.95

$2.95 41 Strings, 5 Chords.



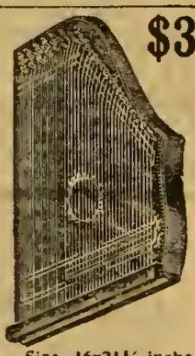
A case ordered with instrument will cost nothing extra for transportation charges.

Size, 13⅝x19¾ inches.

This Guitar Zither is made of maple, ebonized and handsomely finished. It is ornamented around the edge and soundhole with pretty decalcomania design. Has 41 strings, 5 chords, namely, C, G, F, D and A major and is an instrument of which one may well be proud. With a little time and patience it is easily learned and a source of pleasure afterwards. It comes complete with instruction book, key and finger ring. Shipping weight, about 9½ pounds.

No. 12H925 Price..$2.95

$3.95 51 Strings, 6 Chords.



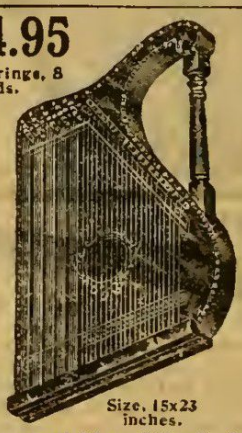
Cases to fit all these zithers quoted at upper part of page.

Size, 16x21¼ inches.

This is a particularly fine instrument of great musical capacity. It is made of maple, ebonized, highly polished and beautifully ornamented around the soundhole and the edge of the sounding board. Has nickel plated tuning pins, full chromatic scale with 51 strings, 6 chords, namely, C, G, F, D major and A and E minor. It has a deep, full, rich tone and by the aid of the instruction book which we send, it can be easily learned. Complete with book, key and finger ring. Shipping weight, about 11½ pounds.

No. 12H927 Price.....$3.95

$4.95 51 Strings, 8 Chords.



Size, 15x23 inches.

The newest "Lyre Zither." Don't make the mistake of comparing this with the small instruments of the same appearance that are flooding the market. This is a large instrument, has 51 strings chromatically arranged, six groups of basses producing 8 chords, C, G, F, D, A, E major and D and A minor. It is beautifully finished in imitation mahogany; has indicator under strings and is handsome in appearance. Complete with tuning key and instruction book. Weight, 12 pounds.

No. 12H930 Price.....$4.95

MARX CHROMATIC HARP

CHROMATIC SCALE. **$3.95**

31 Strings. 15 Melody. 16 Bass. 4 Chords.

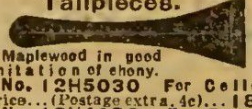
Size, 21½ inches long, 12 inches wide.

The only instrument of the kind in the world with a scale tuned diatonically and a bridge so located as to make each string produce its own semitone. No difficult manipulations, no fingering, no hard positions. When a flat or sharp is wanted, just pick the strings on the other side of the bridge and you have it. Thus you can produce sharps and flats just as easily as natural tones. A complete and perfect scale with the simplicity of the natural. In tuning the instrument, just tune the naturals, the semitones (sharps and flats) are tuned automatically. The chord section is also fitted with a bridge, which makes it possible to play complete chord modulations by simply switching from one side of the bridge to the other. This instrument is undoubtedly one of the greatest inventions in the musical world. The system of playing is very simple and anyone of ordinary intelligence can learn it in a brief period of time. The instrument is 21½ inches long, 12 inches wide, has 31 strings, 15 strings on the melody side and 16 strings or 4 chords for accompaniments. Strongly constructed, finely varnished and finished. We have arranged with the manufacturers of the Marx Chromatic Harp to handle large quantities, therefore we can sell the harp, instruction book containing several pieces of music, pick, key and music rack for $3.95. Shipping weight, 9 pounds.

No. 12H945 Price.....$3.95

VIOLONCELLOS AND DOUBLE BASS FURNISHINGS.

Tailpieces.



Maplewood in good imitation of ebony.
No. 12H5030 For Cello. Price...(Postage extra, 4c)...18c
No. 12H4930 For Bass. Price...(Postage extra, 14c)..37c
Genuine ebony wood, very good model, and finely finished.
No. 12H5032 For Cello. Price...(Postage extra, 6c)...48c
No. 12H4932 For Bass. Price. (Postage extra, 19c).$1.45

Cello Pegs.

No. 12H5080 Pear wood, ebony stained, good model. Price (Postage extra, 2c)...11c
No. 12H5082 Genuine ebony, extra fine finish. Price, each, 21c Postage extra, 3 cents.

Bow Hair.

No. 12H5073 Fine Quality White Siberian Bow Hair for cello. Price.....13c Postage extra, 1 cent.

No. 12H4973 Black, good size bunch of reliable quality, for double bass. Price...(Postage extra, 2c)...9c

Carrying Bags.

Made of good brown canvas with bound edges and lined with fleeced flannel; bow and strings pockets and metal fasteners. Perfect fitting.

No. 12H5046 For cello. Price.....$1.25 Postage extra, 24 cents.

No. 12H4946 For bass. Price.....$2.65 Postage extra, 39 cents.

Rosin.

Very good quality, mounted on book form wooden frame and enclosed in pa board box.
No. 12H509 For cello. Price.
No. 12H499 For bass. Price.
Postage extra, 3

Double Ba Carrying Strap.

No. 12H494 Strong and relia Made of black lea er, with loop for pin. Price..$1. If mail shipme postage extra, 9 ce

Charts.

To be pasted on the fingerboard of inst ments. Tells every note and position of scale. It facilitates the learning.

No. 12H5043 For cello. Price.....6c No. 12H4943 For bass. Price.....

If mail shipment, postage extra, 2 cents.

Cello and Bass Bows, etc., listed on page 694.